

Message Text

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PAGE 01 TOKYO 07847 121121Z

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ACTION EA-10

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UNCLAS TOKYO 7847

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: OCTOBER MEDICAL SHOW

REF: USDOC 8793

1. REFTEL, PARA ONE: HORIE, MEDICAL SALES MGR, HOKOGAWA
HEWLETT-PACKARD LTD, PRESENTLY OUT OF TWON. TC CONTACTED
HIM JUNE 6 BY TELEPHONE REGARDING PARTICIPATION AND MAILED
INFORMATION KIT. FOLLOW-UP PLANNED WEEK OF JUNE 16.

II. REFTEL, PRA TWO: TC CONTCTED AMCO INC AS SUGGESTED
REFTEL. PARTICIPATION DECISION WILL BE DISCUSSED AMCO PLAN-
NING DEPARTMENT ASAP.

III. TC PROCUREMENT STATUS:

A. VERBALS: (1) BECTON, DICKINSON OVERSEAS INC.
"COOPERTOR". FYI: COMPANY MAY REPRESENT NON-ESTABLISHED
DIVISION WITH NEW PRODUCT LINE.
(2) PERKIN-LEMR CORP - NISSEI SANGYO CO "NON-ESTABLISHED."
(3) TECHNICON INSTRUMENTS CORP - NIHON TECHNICON KK
"COOPERATOR."
(4) AMES CO, DIV OF MILES LAB - MILES-SANKYO CO "COOPERA-
TOR." FYI: COMPANY OFFICIAL VISITING U.S. PRINCIPAL WEEK
OF JUNE 9 TO DISCUSS STAFFING PROBLEM SINCE THEY WILL
SEND REPRESENTATIVES TO "CANCER RESEARCH CONFERENCE,"
OSAKA, DURING PERIOD SUBJECT SHOW.

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B. INTERESTED, DECISION PENDING: "COOPERATORS"

(1) AMERICAN HOSPITAL SUPPLY CORP - SCIENTIFIC PRODUCTS,
INC. JAPAN BRANCH.

(2) CORBIN-FARNSWORTH, DIV SMITH KLINE INSTRUMENT, INC.
AI- AMCO INC.

(3) DIGITAL EQUIPMENT CORP INTL JAPAN.

(4) ELECTRODYNE, DIV OF BECTN, DICKINSON CO - FUKUDA
DENSHI CO.

(5) GENERAL ELECTRIC COMPANY - MARUBENI CORPORATION.

(6) ORTEC INC - DAINI SEIKOSHA CO.

(7) PICKER INTL CORP - HITACHI MEDICO CO.

(8) TRAVENOL LABORATORIES INTL - JAPAN TRAVENOL LTD.

"NON-ESTABLISHED"

(1) MILLIPORE CORP - NIHON MILLIPORE LTD.

(2) AMERICAN STERILIZRR CO - SAKURA SEIKI CO.

(3) GENERAL VALVE ORP - IZUMI BOEKI CO.

(4) PRENTICE-HALL, INC. - NIPPON PRENTICE-HALL CO.

(5) ENVIRONMENTAL GENERAL CORP - MITSUBISHI CORP.

(6) METROPOLITAN WIRE GOODS CORP - NIHON ERECTOR-
SHELF CO.

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